

# 2007 CATALOG



# The DAU Experience

At the Defense Acquisition University (DAU), our focus is on people, and we are committed to providing our students and customers the very best “DAU Experience” the first time and every time you meet with us. By consistently offering quality, relevant, and valuable services, DAU has become a premier corporate university serving the Department of Defense Acquisition, Technology and Logistics (AT&L) community.

DAU is your university. We offer the courses and career-long learning assets you need, when and where you need them. More importantly, we strive to accomplish this mission while giving you, our customer, the respect and consideration you deserve as a member of the DoD AT&L Workforce supporting our warfighters.



The DAU Experience exemplifies our commitment to each and every student, customer, stakeholder, faculty member, and staff employee. It means you will receive the same positive experience anywhere, anytime, no matter what part of DAU you encounter.

As DAU helps shape the future for the Acquisition, Technology, and Logistics Community, our values—customer focus, performance excellence, speed and agility, and teamwork—are at the core of all we do. We promise to deliver quality training and learning assets that are relevant in today’s AT&L environment, to remain connected with our customers, and to be responsive to your needs.

# The Defense Acquisition University Catalog 2007



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# Contents

<b>DAU Vision, Mission, and Strategic Goals</b> .....	vi
<b>Message from the President</b> .....	vii
<b>AT&amp;L Performance Learning Model</b> .....	viii
<b>What's New at DAU</b> .....	ix
<b>Chapter 1 The Defense Acquisition University</b> .....	1
The Defense Acquisition University .....	3
DAU Leadership .....	4
Workforce Management .....	5
DAU Board of Visitors .....	6
<b>Chapter 2 Administrative Information</b> .....	7
Administrative Information .....	9
Course Information .....	9
Acquisition Workforce and Acquisition Corps Certification Standards .....	9
Student Information .....	11
Course Registration and Quota Allocation .....	12
Registration Procedures .....	13
<b>Chapter 3 Course Descriptions and Learning Assets</b> .....	15
DAU Learning Assets .....	17
The AT&L PLM ... Training Courses .....	17
ACQ 101 Fundamentals of Systems Acquisition Management .....	18
ACQ 201A Intermediate Systems Acquisition, Part A .....	18
ACQ 201B Intermediate Systems Acquisition, Part B .....	19
ACQ 265 Mission Focused Services Acquisition .....	19
ACQ 401 Senior Acquisition Course .....	20
ACQ 403 Defense Acquisition Executive Overview Workshop .....	20
ACQ 404 Systems Acquisition Management Course for General/Flag Officers .....	21
ACQ 405 Executive Refresher Course .....	21
ACQ 450 Leading in the Acquisition Environment .....	22
ACQ 451 Integrated Acquisition for Decision Makers .....	22
ACQ 452 Forging Stakeholder Relationships .....	23
AUD 1130 Technical Indoctrination .....	23
AUD 1320 Intermediate Contract Auditing .....	24
AUD 4120 Statistical Sampling .....	24
BCF 101 Fundamentals of Cost Analysis .....	25
BCF 102 Fundamentals of Earned Value Management .....	25
BCF 103 Fundamentals of Business Financial Management .....	26
BCF 203 Intermediate Earned Value Management .....	26
BCF 204 Intermediate Cost Analysis .....	27
BCF 205 Contractor Business Strategies .....	27
BCF 206 Cost Risk Analysis .....	28
BCF 207 Economic Analysis .....	28
BCF 208 Software Cost Estimating .....	29
BCF 209 Acquisition Reporting for Major Defense Acquisition Programs (MDAPs) .....	29
BCF 211 Acquisition Business Management .....	30
BCF 215 Operating and Support Cost Analysis .....	30
BCF 229 Acquisition Reporting for Major Automated Information Systems (MAIS) .....	31
BCF 262 EVMS Validation and Surveillance .....	31
BCF 301 Business, Cost Estimating, and Financial Management Workshop .....	32
CON 100 Shaping Smart Business Arrangements .....	32
CON 110 Mission Support Planning .....	33
CON 111 Mission Planning Execution .....	33
CON 112 Mission Performance Assessment .....	34



---

**Chapter 3 Course Descriptions and Learning Assets (Continued)**

CON 120	Mission Focused Contracting . . . . .	34
CON 214	Business Decisions for Contractin. . . . .	35
CON 215	Intermediate Contracting for Mission Support. . . . .	35
CON 216	Legal Considerations in Contracting. . . . .	36
CON 217	Cost Analysis and Negotiation Techniques . . . . .	36
CON 218	Advanced Contracting for Mission Support . . . . .	37
CON 232	Overhead Management of Defense Contracts . . . . .	37
CON 234	Contingency Contracting . . . . .	38
CON 235	Advanced Contract Pricing . . . . .	38
CON 236	Contractual Aspects of Value Engineering . . . . .	39
CON 237	Simplified Acquisition Procedures . . . . .	39
CON 243	Architect-Engineer Contracting. . . . .	40
CON 244	Construction Contracting. . . . .	40
CON 250	Fundamentals of Cost Accounting Standards–Part I . . . . .	41
CON 251	Fundamentals of Cost Accounting Standards–Part II . . . . .	41
CON 260A	The Small Business Program, Part A. . . . .	42
CON 260B	The Small Business Program, Part B. . . . .	42
CON 353	Advanced Business Solutions for Mission Support . . . . .	43
FE 201	Intermediate Facilities Engineering . . . . .	43
GRT 201	Grants and Agreements Management . . . . .	44
IND 100	Contract Property Administration and Disposition Fundamentals. . . . .	44
IND 103	Contract Property Systems Analysis Fundamentals . . . . .	45
IND 200	Intermediate Contract Property Administration and Disposition . . . . .	45
IRM 101	Basic Information Systems Acquisition . . . . .	46
IRM 201	Intermediate Information Systems Acquisition . . . . .	46
IRM 303	Advanced Information Systems Acquisition . . . . .	47
LAW 801	Acquisition Law . . . . .	47
LOG 101	Acquisition Logistics Fundamentals . . . . .	48
LOG 102	Systems Sustainment Management Fundamentals . . . . .	48
LOG 201A	Intermediate Acquisition Logistics, Part A . . . . .	49
LOG 201B	Intermediate Acquisition Logistics, Part B . . . . .	49
LOG 203	Reliability and Maintainability . . . . .	50
LOG 204	Configuration Management. . . . .	50
LOG 210	Supportability Manager Tools . . . . .	51
LOG 235A	Performance Based Logistics, Part A . . . . .	51
LOG 235B	Performance Based Logistics, Part B. . . . .	52
LOG 304	Advanced Life Cycle Logistics Management . . . . .	52
PMT 202	Multinational Program Management . . . . .	53
PMT 203	International Security and Technology Transfer/Control . . . . .	53
PMT 250	Program Management Tools . . . . .	54
PMT 304	Advanced International Management Workshop . . . . .	54
PMT 352A	Program Management Office Course, Part A . . . . .	55
PMT 352B	Program Management Office Course, Part B . . . . .	55
PMT 401	The Program Manager’s Course . . . . .	56
PMT 402	Executive Program Manager’s Course . . . . .	56
PMT 403	Program Manager’s Skills . . . . .	57
PQM 101	Production, Quality and Manufacturing Fundamentals . . . . .	57
PQM 103	Defense Specification Management . . . . .	58
PQM 104	Specification Selection and Application . . . . .	58
PQM 201A	Intermediate Production, Quality and Manufacturing, Part A . . . . .	59
PQM 201B	Intermediate Production, Quality and Manufacturing, Part B. . . . .	59
PQM 202	Commercial and Nondevelopmental Item Acquisition Cours for Engineering and Technical Personnel . . . . .	60
PQM 203	Preparation of Commercial Item Descriptions for Engineering and Technical Personnel . . . . .	60
PQM 212	Market Research for Engineering and Technical Personnel . . . . .	61
PQM 301	Advanced Production, Quality and Manufacturing . . . . .	61
SAM 101	Basic Software Acquisition Management. . . . .	62
SAM 201	Intermediate Software Acquisition Management . . . . .	62
SAM 301	Advanced Software Acquisition Management. . . . .	63
STM 201	Intermediate S&T Management . . . . .	63

---

**Chapter 3 Course Descriptions and Learning Assets (Continued)**

STM 302	Advanced S&T Management. . . . .	64
SYS 101	Fundamentals of Systems Planning, Research, Development and Engineering. . . . .	64
SYS 202	Intermediate Systems Planning, Research, Development and Engineering, Part I. . . . .	65
SYS 203	Intermediate Systems Planning, Research, Development and Engineering, Part II. . . . .	65
SYS 302	Technical Leadership in Systems Engineering. . . . .	66
TST 101	Introduction to Acquisition Workforce Test and Evaluation. . . . .	66
TST 202	Intermediate Test and Evaluation . . . . .	67
TST 301	Advanced Test and Evaluation . . . . .	67
Predecessor Courses	. . . . .	68
Distance Learning	. . . . .	70
Assignment-specific Training	. . . . .	71
The AT&L PLM ... Performance Support	. . . . .	77
The AT&L PLM ... Continuous Learning	. . . . .	81
The AT&L PLM ... Knowledge Sharing	. . . . .	87
<b>Appendices</b>	. . . . .	89
<b>Appendix A DAU Regions</b>	. . . . .	91
DAU West Region ( <i>San Diego, California</i> )	. . . . .	92
DAU Midwest Region [near Wright-Patterson Air Force Base] ( <i>Kettering, Ohio</i> )	. . . . .	93
DAU South Region ( <i>Huntsville, Alabama</i> )	. . . . .	94
DAU Mid-Atlantic Region [near Patuxent River Naval Air Station] ( <i>California, Maryland</i> )	. . . . .	95
DAU Capital & Northeast Region ( <i>Fort Belvoir, Virginia</i> ) and DSMC – School of Program Managers ( <i>Fort Belvoir, Virginia</i> )	. . . . .	96
<b>Appendix B Career Field Certification Requirements</b>	. . . . .	97
Auditing	. . . . .	98
Business, Cost Estimating, and Financial Management	. . . . .	99
Contracting	. . . . .	101
Facilities Engineering	. . . . .	103
Industrial/Contract Property Management.	. . . . .	104
Information Technology	. . . . .	105
Life Cycle Logistics	. . . . .	106
Production, Quality and Manufacturing	. . . . .	108
Program Management	. . . . .	109
Purchasing	. . . . .	110
Systems Planning, Research, Development and Engineering—Science and Technology Manager	. . . . .	111
Systems Planning, Research, Development and Engineering—Systems Engineering	. . . . .	112
Test and Evaluation	. . . . .	114
<b>Appendix C Equivalencies</b>	. . . . .	115
<b>Appendix D Continuing Education Units</b>	. . . . .	125
<b>Appendix E Meeting Acquisition Corps Education Standards</b>	. . . . .	133
<b>Appendix F Other Products and Services Provided by DAU</b>	. . . . .	143



## DAU Strategic Goals

Provide a fully integrated, powerful learning environment that engages the learner at the point of need

•

Continuously improve our mission processes and support processes

•

Support transformation in acquisition, technology, and logistics through thought leadership, innovation, and workforce support

•

Ensure DAU is a great place to work by providing an environment valuing achievement, growth, diversity, and career-long learning to enhance job performance

•

Listen to and learn from our customers and stakeholders to exceed their expectations

## DAU Vision

A premier corporate university providing a world-class learning environment



## DAU Mission

Provide practitioner training, career management, and services to enable the Acquisition, Technology, and Logistics community to make smart business decisions and deliver timely and affordable capabilities to the warfighter



DEFENSE ACQUISITION UNIVERSITY  
9820 BELVOIR ROAD  
FORT BELVOIR, VIRGINIA 22060-5565

**MESSAGE FROM THE PRESIDENT**

Welcome to the Defense Acquisition University. Knowing that learning concepts and enabling technologies are changing rapidly, we are constantly developing innovative learning assets to help you—our students, field organizations, and stakeholders—learn and be successful on the job.

Our goal is to make you “engaged learners,” that is, learners connected in both the classroom and on the job. We will do this using more simulations and action-learning techniques embedded in our learning products and available through our resident courses, distance learning, and knowledge-sharing systems. With the right learning architecture and infrastructure, you will be able to know and/or access everything about your job while on the job; all learning assets will be at your fingertips and designed to help you learn and succeed with the right knowledge and skills at your point of need.

As we continue to serve a nation at war, be assured that all courses and other learning assets listed in this *DAU 2007 Catalog* are meant to help you—the acquisition professional—develop and manage acquisition programs, projects, and systems that continue to make our nation's warfighters the best-equipped armed forces in the world.



Frank J. Anderson, Jr.  
President  
Defense Acquisition University

# AT&L Performance Learning Model

To help shape a culture that promotes career-long learning at the point of need, DAU adopted the Acquisition, Technology, and Logistics (AT&L) Performance Learning Model (PLM), which lays the foundation for meeting the professional development needs of the AT&L workforce.

**Training Courses** offered at DAU were established as a result of the Defense Acquisition Workforce Improvement Act (DAWIA), which identifies, by career field and certification level, education, training, and experience requirements for all AT&L workforce members. In the ever-changing acquisition environment of the 21st century, however, it has become clear that currency in any given career field requires more than certification training alone. To complement the DAWIA requirements, DAU now offers learning assets that are accessible to all workforce members anytime and anywhere.

**Performance Support** is tailored to the customer's needs and may include consulting, coaching, mentoring, and facilitation. Rapid Deployment Training focuses attention on a limited number of emerging initiatives and delivers training within days of new

policy implementation. Targeted training is tailored to the specific needs of an organization or integrated product team as required.

The DAU **Continuous Learning Center** offers opportunities designed to maintain currency and help employees meet the DoD requirement to complete 80 hours of continuous learning every 2 years. DAU also hosts and participates in a variety of public forum events, such as conferences, symposia, and expos, that promote learning and offer continuous learning opportunities.

**Knowledge Sharing** is an inherent function of any educational institution. The AT&L Knowledge Sharing System provides online access to a variety of tools and reference materials that facilitate supporting the warfighter. The Acquisition Community Connection hosts online communities of practice that provide an electronic forum for sharing knowledge, information, lessons learned, and best practices. DAU's David D. Acker Library supports the university's curricula and its research in defense acquisitions.

Each of these elements of the PLM is addressed fully in Chapter 3 of this catalog.



***Creating an environment  
where we learn***

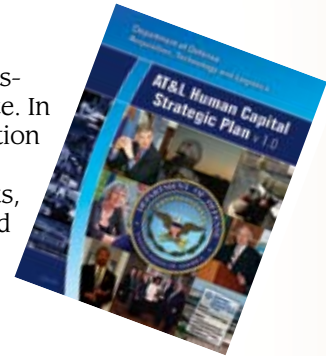
✓ ***before,***  
✓ ***during, and***  
✓ ***after***

***the training experience***

# What's New at DAU

## Human Capital Strategic Plan

In the DAWIA of 1990, Congress called for establishing an Acquisition Corps and professionalizing the acquisition workforce through education, training, and work experience. In 2003, DAWIA was modified to provide greater flexibility for DoD to manage its acquisition workforce. The AT&L Human Capital Strategic Plan (v.1.0) is built upon this legislative foundation. Aligning human capital initiatives to the goals of DoD and the Components, the plan initiates a dynamic integrated workforce strategy that will enable DoD to build a highly effective, performance-based culture that can attract, retain, motivate, and reward a high-performing, top-quality workforce. The AT&L Human Capital Strategic Plan is available at [www.dau.mil/workforce/hcsp.pdf](http://www.dau.mil/workforce/hcsp.pdf).



## New Acquisition Courses Available to Current and Future Leaders

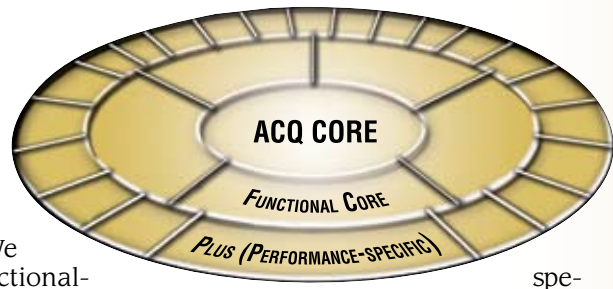
Three new executive-level courses are available this year to help meet the requirements of current and future DoD acquisition leaders while minimizing time away from the office. ACQ 450 Leading in the Acquisition Environment, ACQ 451 Integrated Acquisition for Decision Makers, and ACQ 452 Forging Stakeholder Relationships offer tailored classroom experiences to improve leadership effectiveness, acquisition integration, and stakeholder relationships. See pages 21–22 for complete course descriptions.

## New Courses for Level II Contracting Certification

The Contracting Level II certification courses have been modernized to reflect the fact that DoD now spends more dollars on services contracts than on supply and equipment contracts. To improve upon the training available for managing all contracts, DAU has developed five new courses with a new emphasis on contracting for services. The new courses align mission outcomes with contract performance outcomes and provide a common process across all mission areas. These courses also provide a solid foundation of technical understanding to develop business strategists who can think critically, both strategically and tactically, and team effectively to link optimum business strategies with mission results. The new CON 214, CON 215, CON 216, CON 217, and CON 218 replace the former CON 202, CON 204, and CON 210. See pages 34–36 for the new course descriptions and page 102 for a transition matrix that will explain which courses are required for certification.

## It's Coming—Core Plus!

As you read through the catalog you will see more career fields are adding targeted training to support performance of specific tasks or jobs within the career field. In Contracting, electives are required. In Business, Cost Estimating, and Financial Management, certification requirements include targeted training options that your organization and supervisor can tailor to mission and individual development needs. We call the combination of required core acquisition and functional-specific training and recommended performance-specific training “Core Plus.”



In FY07, Life Cycle Logistics is adding a list of recommended continuous learning modules as targeted training for individuals who are seeking Level 1 certification in FY07 or for those who have completed Level 1 certification requirements and desire additional targeted training. In addition, Life Cycle Logistics is prototyping “performance qualifications”—recognizing individuals with specialized training and experience in either Acquisition Logistics or Sustainment. (See pages 106–107.) This prototype will continue to evolve, and DAU will work to improve its utility for you and your organization. Also, in FY07, the Systems Planning, Research, Development and Engineering—Systems Engineering career field has included in its certification standards a requirement for additional training in other functional areas. (See pages 112–113.) These additional requirements and recommended training opportunities are examples of Core Plus—stay tuned as we more fully deploy Core Plus in FY07 and FY08. For updates and FAQs on Core Plus visit [www.dau.mil/coreplus](http://www.dau.mil/coreplus).

## **New Acquisition Course Draws on Various Perspectives**

DAU is keeping pace with the needs of its customers by providing its first multi-functional classroom course for acquiring services. ACQ 265 Mission Focused Services Acquisition introduces students to performance-based acquisition by linking them to the principles associated with the acquisition of services. Different functional communities will bring together their perspectives that shape and influence the acquisition process. Given the need for dedicated teaming to make performance-based acquisition succeed, this mixture of participants offers an opportunity to maximize the case-based process for dealing with real-world examples.

## **Continuous Learning**

The DAU Continuous Learning Center (CLC) is constantly growing and providing a greater variety of newly developed CL modules. Some of the most recent modules added to the CLC (at the time of this printing) are:

- Business Case Analysis (CLL 015)
- Improved Statement of Work (CLM 031)
- Joint Systems Integrated Support Strategies (CLL 014)
- Naval Open Architecture (CLE 012)
- Net-ready Key Performance Parameter (CLM 029)
- Performance Measurement Baseline (CLB 017)
- Space Acquisition (CLM 028)

Continuous learning modules not only help you meet your 80-hour requirement, they can also expand your horizons in areas affecting your current job duties. For cross-training and refresher training, the CLC provides an almost endless number of training opportunities. Pages 81–86 provide a list of currently offered CL modules. Check the online catalog at **www.dau.mil** periodically for updates, or browse the course modules at **clc.dau.mil** anytime.

## **Senior Service College Fellowship**

DAU is piloting a Senior Service College Fellowship (SSCF) with the Army to develop future civilian leaders. The DAU SSCF program provides leadership and acquisition training for Army Acquisition Corps (AAC) members at the GS-14 and above level or broadband equivalent. The program contains core elements on leadership, research, program management, and mentoring at the senior level and will prepare individuals for senior-level positions in the AAC. The program began in Huntsville, AL, and is planned for expansion to other Army Life Cycle Management Command hubs in 2007.

For additional information about the SSCF, contact Dr. Jerry Davis at [jerry.davis@dau.mil](mailto:jerry.davis@dau.mil) or Ms. Kim Willingham at [kim.willingham@dau.mil](mailto:kim.willingham@dau.mil).

## ***Integrated Defense Acquisition, Technology and Logistics Life Cycle Management Framework* chart is Available Online**

The *Integrated Defense Acquisition, Technology and Logistics Life Cycle Management Framework* chart has been an essential aide for defense acquisition professionals and a workflow learning tool used in DAU courses for many years. The chart is based on information in the Defense Acquisition Guidebook and key DoD policy documents such as the 5000 Series and Chairman of the Joint Chiefs of Staff (CJCS) Instructions; it is a pictorial roadmap of most key activities in the systems acquisition process, illustrating the interaction of the following three major decision-support systems:

- Capabilities Development (Joint Capabilities Integration & Development System)
- Acquisition Management (Defense Acquisition System)
- Planning, Programming, Budgeting and Execution (PPBE) Process

This powerful performance-support tool is now available online at **<http://akss.dau.mil/ifc/>**.